



Date: July 11, 1996

To: Amy Marasco, Vice President and General Counsel  
American National Standards Institute (ANSI)

From: Dan Bart, Vice President, Standards and Technology *DLB*

Re: Confidential Intellectual Property Right (IPR) Statements for Hughes Network Systems, Inc.

Attached please find the terms and license for J-STD-007, J-STD-008, J-STD-009, J-STD-010, J-STD-011, J-STD-014, J-STD-014A, and J-STD-014B submitted by Hughes Network Systems, Inc.

If you have any questions, please call Susan Hoyler, Manager, Technical and Regulatory Affairs at (703) 907-7704.

Attachment

cc: Alvin Lai, ATIS (w/o attachment)  
Hughes Network Systems, Inc. (w/o attachment)



January, 1996

**HUGHES NETWORK SYSTEMS  
STATEMENT OF GENERAL LICENSING POLICY**

Hughes Network Systems (HNS), a unit of Hughes Electronics Corporation, is a global leader in satellite, digital cellular and enterprise networking technologies. As such, HNS' intellectual property is one of its most valuable assets.

Factors considered by HNS which may affect the terms and conditions offered to a prospective licensee of HNS' intellectual property include the breadth of the intellectual property sought to be licensed, the territorial scope of the prospective license, the term of the prospective license, the presence or absence of alternative technologies, the cost and price of products embodying the licensed technology, the nature of the license (e.g., exclusive or non-exclusive), and whether intellectual property is offered for cross-license by the prospective licensee. Of course, other factors may also influence the terms of any particular license.

Given due consideration to the above factors, with respect to any essential patents held or controlled by HNS, pending or anticipated to be filed necessary to implement the Personal Communications Services Common Air Interface Standards, HNS agrees that a license will be made available to applicants under reasonable terms and conditions that are demonstrably free of any unfair discrimination.

For additional information on the intellectual property licensing practices of HNS, please contact the following:

John T. Whelan, Esq.  
Hughes Network Systems  
11717 Exploration Lane  
Germantown, MD 20876  
(Tel.) (301) 428-7172  
(Fax) (301) 428-2818



Date: July 10, 1996

To: Amy Marasco, Vice President and General Counsel  
American National Standards Institute (ANSI)

From: Dan Bart, Vice President, Standards and Technology *DLB*

Re: Intellectual Property Right (IPR) Statements for J-STD-010

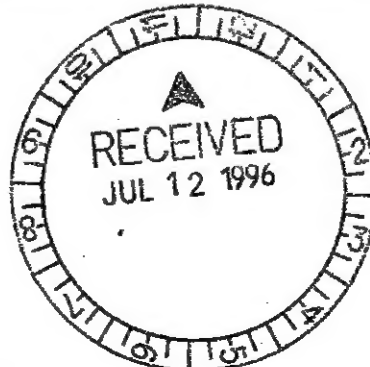
Attached please find the IPR statements for J-STD-010, "PCS 1900 MHz IS-136 Based Base Station Minimum Performance Standard" for the following companies:

- Nokia Telecommunications
- PCSI
- Inter Digital Technology Corporation
- Motorola
- Nec America, Inc.
- Ericsson, Inc.
- US West
- Hitachi Telecom (USA), Inc.
- Matra Communication
- Qualcomm, Inc.
- MCC Panasonic

If you have any questions, please call Susan Hoyler, Manager, Technical and Regulatory Affairs at (703) 907-7704.

Attachments

cc: Alvin Lai, ATIS



2500 Wilson Boulevard • Suite 300  
Arlington, VA 22201  
703/907-7700 • FAX 703/907-7727

Representing the telecommunications industry in  
association with the Electronic Industries Association

